

| | week 1 | week 2 | week 3 | week 4 | week 5 |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|
| Gross Sales | \$ 47,083.56 | \$ 47,201.27 | \$ 47,319.27 | \$ 47,437.57 | \$ 47,556.17 |
| Gross Revenues | \$ 47,083.56 | \$ 47,201.27 | \$ 47,319.27 | \$ 47,437.57 | \$ 47,556.17 |
| <i>Gross Revenues Per Week</i> | <i>\$ 10,865.44</i> | <i>\$ 10,892.60</i> | <i>\$ 10,919.83</i> | <i>\$ 10,947.13</i> | <i>\$ 10,974.50</i> |
| Adjustment: Less Sales Tax/VAT inc. in sales | | | | | |
| Net Revenues | \$ 47,083.56 | \$ 47,201.27 | \$ 47,319.27 | \$ 47,437.57 | \$ 47,556.17 |
| <i>Net Revenues Per Week</i> | <i>\$ 10,865.44</i> | <i>\$ 10,892.60</i> | <i>\$ 10,919.83</i> | <i>\$ 10,947.13</i> | <i>\$ 10,974.50</i> |
| <u>COST OF GOODS SOLD</u> | | | | | |
| Average Cost of Goods Sold | \$ 21,093.26 | \$ 21,093.26 | \$ 21,093.26 | \$ 21,093.26 | \$ 21,093.26 |
| Total CGS | \$ 21,093.26 | \$ 21,093.26 | \$ 21,093.26 | \$ 21,093.26 | \$ 21,093.26 |
| Gross Profit | \$ 25,990.30 | \$ 26,108.01 | \$ 26,226.01 | \$ 26,344.31 | \$ 26,462.91 |
| <i>Gross Profit Per Week</i> | <i>\$ 5,997.76</i> | <i>\$ 6,024.93</i> | <i>\$ 6,052.16</i> | <i>\$ 6,079.46</i> | <i>\$ 6,106.82</i> |
| <i>Gross Profit Margin</i> | <i>55%</i> | <i>55%</i> | <i>55%</i> | <i>56%</i> | <i>56%</i> |

SELLING, GENERAL & ADMINISTRATIVE
EXPENSES (not including Amort. & Dep.)

Variable Expenses

| | | | | | |
|------------------|-------------|-------------|-------------|-------------|-------------|
| Salaries-Staff | \$ 5,290.00 | \$ 5,290.00 | \$ 5,290.00 | \$ 5,290.00 | \$ 5,290.00 |
| Advertising | \$ 129.50 | \$ 129.50 | \$ 129.50 | \$ 129.50 | \$ 129.50 |
| Royalty Fees Exp | \$ 3,766.69 | \$ 3,776.10 | \$ 3,785.54 | \$ 3,795.01 | \$ 3,804.49 |
| Bank Charges | \$ 274.73 | \$ 274.73 | \$ 274.73 | \$ 274.73 | \$ 274.73 |
| Other Supplies | \$ 3,250.00 | \$ 3,250.00 | \$ 3,250.00 | \$ 3,250.00 | \$ 3,250.00 |
| Taxes-Payroll | \$ 1,895.81 | \$ 1,895.81 | \$ 1,895.81 | \$ 1,895.81 | \$ 1,895.81 |

Fixed Expenses

| | | | | | |
|-------------------------------|-------------|-------------|-------------|-------------|-------------|
| Dues and Subscriptions | \$ 318.29 | \$ 318.29 | \$ 318.29 | \$ 318.29 | \$ 318.29 |
| Insurance-Business | \$ 486.50 | \$ 486.50 | \$ 486.50 | \$ 486.50 | \$ 486.50 |
| Outside Services-Professional | \$ 3,109.54 | \$ 3,109.54 | \$ 3,109.54 | \$ 3,109.54 | \$ 3,109.54 |

| | week 1 | week 2 | week 3 | week 4 | week 5 |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|
| Rent-Store | \$ 3,250.00 | \$ 3,250.00 | \$ 3,250.00 | \$ 3,250.00 | \$ 3,250.00 |
| Storage | \$ 27.23 | \$ 27.23 | \$ 27.23 | \$ 27.23 | \$ 27.23 |
| Telephone | \$ 305.60 | \$ 305.60 | \$ 305.60 | \$ 305.60 | \$ 305.60 |
| Travel | \$ 327.48 | \$ 327.48 | \$ 327.48 | \$ 327.48 | \$ 327.48 |
| Utilities | \$ 213.88 | \$ 213.88 | \$ 213.88 | \$ 213.88 | \$ 213.88 |
| | \$ - | \$ - | \$ - | \$ - | \$ - |
| Miscellaneous Expenses | \$ - | \$ - | \$ - | \$ - | \$ - |
| Other Expenses (Medical) | \$ 236.46 | \$ 236.46 | \$ 236.46 | \$ 236.46 | \$ 236.46 |
| Total SG&A Expenses | \$ 22,881.71 | \$ 22,891.12 | \$ 22,900.56 | \$ 22,910.03 | \$ 22,919.51 |
| <i>Weekly Overhead</i> | \$ 5,280.39 | \$ 5,282.57 | \$ 5,284.75 | \$ 5,286.93 | \$ 5,289.12 |
| EBITDA | \$ 3,108.60 | \$ 3,216.89 | \$ 3,325.45 | \$ 3,434.29 | \$ 3,543.39 |
| <i>EBITDA per week</i> | \$ 717.37 | \$ 742.36 | \$ 767.41 | \$ 792.53 | \$ 817.71 |
| Annual Cumulative Net Before Dep, Int & Tax | \$ 3,108.60 | \$ 6,325.49 | \$ 9,650.94 | \$ 13,085.22 | \$ 16,628.62 |
| Plus: | | | | | |
| Cash Invested (net of commissions) | | | | | |
| <i>Cumulative Investments</i> | | \$ - | \$ - | \$ - | \$ - |
| Loans Received/Assumed | | | | | |
| Sale of capital assets | | | | | |
| OPERATING CASH BEFORE INT & TAXES | \$ 3,108.60 | \$ 3,216.89 | \$ 3,325.45 | \$ 3,434.29 | \$ 3,543.39 |
| ANNUAL CUMULATIVE CASH FLOW | \$ 3,108.60 | \$ 6,325.49 | \$ 9,650.94 | \$ 13,085.22 | \$ 16,628.62 |
| Less | | | | | |
| Distributions | | | | | |
| Acquisition of capital assets | | | | | |
| Interest | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 |
| Principal Repayment on Loans | \$ - | \$ - | \$ - | \$ - | \$ - |
| <i>Outstanding Loans</i> | \$ - | \$ - | \$ - | \$ - | \$ - |
| CHANGE IN OPERATING CASH BEFORE TAXES | \$ 1,108.60 | \$ 1,216.89 | \$ 1,325.45 | \$ 1,434.29 | \$ 1,543.39 |
| ENDING CASH BALANCE | \$ 1,108.60 | \$ 2,325.49 | \$ 3,650.94 | \$ 5,085.22 | \$ 6,628.62 |

| | week 6 | | week 7 | | week 8 | | week 9 | | week 10 | |
|--|-----------|------------------|-----------|------------------|-----------|------------------|-----------|------------------|-----------|------------------|
| Gross Sales | \$ | 47,675.06 | \$ | 47,794.24 | \$ | 47,913.73 | \$ | 48,033.51 | \$ | 48,153.60 |
| Gross Revenues | \$ | 47,675.06 | \$ | 47,794.24 | \$ | 47,913.73 | \$ | 48,033.51 | \$ | 48,153.60 |
| <i>Gross Revenues Per Week</i> | <i>\$</i> | <i>11,001.94</i> | <i>\$</i> | <i>11,029.44</i> | <i>\$</i> | <i>11,057.01</i> | <i>\$</i> | <i>11,084.66</i> | <i>\$</i> | <i>11,112.37</i> |
| Adjustment: Less Sales Tax/VAT inc. in sales | | | | | | | | | | |
| Net Revenues | \$ | 47,675.06 | \$ | 47,794.24 | \$ | 47,913.73 | \$ | 48,033.51 | \$ | 48,153.60 |
| <i>Net Revenues Per Week</i> | <i>\$</i> | <i>11,001.94</i> | <i>\$</i> | <i>11,029.44</i> | <i>\$</i> | <i>11,057.01</i> | <i>\$</i> | <i>11,084.66</i> | <i>\$</i> | <i>11,112.37</i> |
| <u>COST OF GOODS SOLD</u> | | | | | | | | | | |
| Average Cost of Goods Sold | \$ | 21,093.26 | \$ | 21,093.26 | \$ | 21,093.26 | \$ | 21,093.26 | \$ | 21,093.26 |
| Total CGS | \$ | 21,093.26 | \$ | 21,093.26 | \$ | 21,093.26 | \$ | 21,093.26 | \$ | 21,093.26 |
| Gross Profit | \$ | 26,581.80 | \$ | 26,700.98 | \$ | 26,820.47 | \$ | 26,940.25 | \$ | 27,060.34 |
| <i>Gross Profit Per Week</i> | <i>\$</i> | <i>6,134.26</i> | <i>\$</i> | <i>6,161.77</i> | <i>\$</i> | <i>6,189.34</i> | <i>\$</i> | <i>6,216.98</i> | <i>\$</i> | <i>6,244.69</i> |
| <i>Gross Profit Margin</i> | | 56% | | 56% | | 56% | | 56% | | 56% |

SELLING, GENERAL & ADMINISTRATIVE
EXPENSES (not including Amort. & Dep.)

Variable Expenses

| | | | | | | | | | | |
|------------------|----|----------|----|----------|----|----------|----|----------|----|----------|
| Salaries-Staff | \$ | 5,290.00 | \$ | 5,290.00 | \$ | 5,290.00 | \$ | 5,290.00 | \$ | 5,290.00 |
| Advertising | \$ | 129.50 | \$ | 129.50 | \$ | 129.50 | \$ | 129.50 | \$ | 129.50 |
| Royalty Fees Exp | \$ | 3,814.00 | \$ | 3,823.54 | \$ | 3,833.10 | \$ | 3,842.68 | \$ | 3,852.29 |
| Bank Charges | \$ | 274.73 | \$ | 274.73 | \$ | 274.73 | \$ | 274.73 | \$ | 274.73 |
| Other Supplies | \$ | 3,250.00 | \$ | 3,250.00 | \$ | 3,250.00 | \$ | 3,250.00 | \$ | 3,250.00 |
| Taxes-Payroll | \$ | 1,895.81 | \$ | 1,895.81 | \$ | 1,895.81 | \$ | 1,895.81 | \$ | 1,895.81 |

Fixed Expenses

| | | | | | | | | | | |
|-------------------------------|----|----------|----|----------|----|----------|----|----------|----|----------|
| Dues and Subscriptions | \$ | 318.29 | \$ | 318.29 | \$ | 318.29 | \$ | 318.29 | \$ | 318.29 |
| Insurance-Business | \$ | 486.50 | \$ | 486.50 | \$ | 486.50 | \$ | 486.50 | \$ | 486.50 |
| Outside Services-Professional | \$ | 3,109.54 | \$ | 3,109.54 | \$ | 3,109.54 | \$ | 3,109.54 | \$ | 3,109.54 |

| | week 6 | week 7 | week 8 | week 9 | week 10 |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|
| Rent-Store | \$ 3,250.00 | \$ 3,250.00 | \$ 3,250.00 | \$ 3,250.00 | \$ 3,250.00 |
| Storage | \$ 27.23 | \$ 27.23 | \$ 27.23 | \$ 27.23 | \$ 27.23 |
| Telephone | \$ 305.60 | \$ 305.60 | \$ 305.60 | \$ 305.60 | \$ 305.60 |
| Travel | \$ 327.48 | \$ 327.48 | \$ 327.48 | \$ 327.48 | \$ 327.48 |
| Utilities | \$ 213.88 | \$ 213.88 | \$ 213.88 | \$ 213.88 | \$ 213.88 |
| | \$ - | \$ - | \$ - | \$ - | \$ - |
| Miscellaneous Expenses | \$ - | \$ - | \$ - | \$ - | \$ - |
| Other Expenses (Medical) | \$ 236.46 | \$ 236.46 | \$ 236.46 | \$ 236.46 | \$ 236.46 |
| Total SG&A Expenses | \$ 22,929.03 | \$ 22,938.56 | \$ 22,948.12 | \$ 22,957.70 | \$ 22,967.31 |
| <i>Weekly Overhead</i> | <i>\$ 5,291.31</i> | <i>\$ 5,293.51</i> | <i>\$ 5,295.72</i> | <i>\$ 5,297.93</i> | <i>\$ 5,300.15</i> |
| EBITDA | \$ 3,652.77 | \$ 3,762.42 | \$ 3,872.35 | \$ 3,982.55 | \$ 4,093.03 |
| <i>EBITDA per week</i> | <i>\$ 842.95</i> | <i>\$ 868.25</i> | <i>\$ 893.62</i> | <i>\$ 919.05</i> | <i>\$ 944.55</i> |
| Annual Cumulative Net Before Dep, Int & Tax | \$ 20,281.39 | \$ 24,043.81 | \$ 27,916.16 | \$ 31,898.72 | \$ 35,991.75 |
| Plus: | | | | | |
| Cash Invested (net of commissions) | | | | | |
| <i>Cumulative Investments</i> | \$ - | \$ - | \$ - | \$ - | \$ - |
| Loans Received/Assumed | | | | | |
| Sale of capital assets | | | | | |
| OPERATING CASH BEFORE INT & TAXES | \$ 3,652.77 | \$ 3,762.42 | \$ 3,872.35 | \$ 3,982.55 | \$ 4,093.03 |
| ANNUAL CUMULATIVE CASH FLOW | \$ 20,281.39 | \$ 24,043.81 | \$ 27,916.16 | \$ 31,898.72 | \$ 35,991.75 |
| Less | | | | | |
| Distributions | | | | | |
| Acquisition of capital assets | | | | | |
| Interest | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 | \$ 2,000.00 |
| Principal Repayment on Loans | \$ - | \$ - | \$ - | \$ - | \$ - |
| <i>Outstanding Loans</i> | \$ - | \$ - | \$ - | \$ - | \$ - |
| CHANGE IN OPERATING CASH BEFORE TAXES | \$ 1,652.77 | \$ 1,762.42 | \$ 1,872.35 | \$ 1,982.55 | \$ 2,093.03 |
| ENDING CASH BALANCE | \$ 8,281.39 | \$ 10,043.81 | \$ 11,916.16 | \$ 13,898.72 | \$ 15,991.75 |

Gross Sales

Gross Revenues
Gross Revenues Per Week

Adjustment: Less Sales Tax/VAT inc. in sales

Net Revenues
Net Revenues Per Week

COST OF GOODS SOLD
Average Cost of Goods Sold

Total CGS

Gross Profit
Gross Profit Per Week
Gross Profit Margin

SELLING, GENERAL & ADMINISTRATIVE
EXPENSES (not including Amort. & Dep.)

Variable Expenses

Salaries-Staff
Advertising
Royalty Fees Exp
Bank Charges
Other Supplies
Taxes-Payroll

Fixed Expenses

Dues and Subscriptions
Insurance-Business
Outside Services-Professional

Rent-Store
Storage
Telephone
Travel
Utilities

Miscellaneous Expenses

Other Expenses (Medical)

Total SG&A Expenses

Weekly Overhead

EBITDA

EBITDA per week

Annual Cumulative Net Before Dep, Int & Tax

Plus:

Cash Invested (net of commissions)

Cumulative Investments

Loans Received/Assumed

Sale of capital assets

OPERATING CASH BEFORE INT & TAXES

ANNUAL CUMULATIVE CASH FLOW

Less

Distributions

Acquisition of capital assets

Interest

Principal Repayment on Loans

Outstanding Loans

CHANGE IN OPERATING CASH BEFORE TAXES

ENDING CASH BALANCE